

To: 1710 - Pittsburgh ROU, 1110 - Boston ROU(PROVENL), 6210 - Chicago ROU,  
2610 - Dallas ROU, 6710 - Detroit ROU, 1210 - New York ROU (ALVICH),  
5810 - Houston ROU (HOWARD), 5410 - S. California ROU (PECKHAK),  
1310 - Philadelphia ROU (METZG), 2310 - S. Florida ROU (FINKLEP),  
1610 - Buffalo ROU (BRZEZIE), 2910 - Richmond ROU (YOUNGP)  
From: Conroy, Marianna  
Posted: 3/31/98 12:52  
Opened: 4/1/98 8:34  
Subject: Mobil June 1998 VAP

TO: ROUs

Please forward to applicable DMs, RMs, and Retail Reps. All KAMs and AMs have been copied on this.

Thanks,  
Marianna Conroy  
AM 2944  
78002

CC: Forrey, Linda, Huff, C, Cobb, Roger A., Anaya, Monee, Brock, Kent G., Rumberger, J,  
Zecca, Anthony, Rodriguez, S J., Henderson, Russ, Schwalm, S, Robleto, Mario,  
Mallardi, J, Towns, Wendy, Rago, Joseph M., Letourne, Paul, Sullivan, Randall A.,  
Torregrossa, Irene, Gesmundo, David J., Knudsen, Kraig D., Reuter, Diane E.  
DDA:rfc-822=m\_a\_askwith@email.mobil.com; O=SMTP; P=RJRT; A=RJRX400; C=US

Sales		Retail	
1221		1222	20, 21, 22, 24, 25, 28
1222		1223	20, 21, 23, 26, 28
1223		1224	25, 26
1224		1225	21
1225		1226	
1226		1227	
1227		1228	
1228		1229	
1229		1230	
1230		1231	
1231		1232	
1232		1233	
1233		1234	
1234		1235	
1235		1236	
1236		1237	
1237		1238	
1238		1239	
1239		1240	
1240		1241	
1241		1242	
1242		1243	
1243		1244	
1244		1245	
1245		1246	
1246		1247	
1247		1248	
1248		1249	
1249		1250	
1250		1251	
1251		1252	
1252		1253	
1253		1254	
1254		1255	
1255		1256	
1256		1257	
1257		1258	
1258		1259	
1259		1260	
1260		1261	
1261		1262	
1262		1263	
1263		1264	
1264		1265	
1265		1266	
1266		1267	
1267		1268	
1268		1269	
1269		1270	
1270		1271	
1271		1272	
1272		1273	
1273		1274	
1274		1275	
1275		1276	
1276		1277	
1277		1278	
1278		1279	
1279		1280	
1280		1281	
1281		1282	
1282		1283	
1283		1284	
1284		1285	
1285		1286	
1286		1287	
1287		1288	
1288		1289	
1289		1290	
1290		1291	
1291		1292	
1292		1293	
1293		1294	
1294		1295	
1295		1296	
1296		1297	
1297		1298	
1298		1299	
1299		1300	
1300		1301	
1301		1302	
1302		1303	
1303		1304	
1304		1305	
1305		1306	
1306		1307	
1307		1308	
1308		1309	
1309		1310	
1310		1311	
1311		1312	
1312		1313	
1313		1314	
1314		1315	
1315		1316	
1316		1317	
1317		1318	
1318		1319	
1319		1320	
1320		1321	
1321		1322	
1322		1323	
1323		1324	
1324		1325	
1325		1326	
1326		1327	
1327		1328	
1328		1329	
1329		1330	
1330		1331	
1331		1332	
1332		1333	
1333		1334	
1334		1335	
1335		1336	
1336		1337	
1337		1338	
1338		1339	
1339		1340	
1340		1341	
1341		1342	
1342		1343	
1343		1344	
1344		1345	
1345		1346	
1346		1347	
1347		1348	
1348		1349	
1349		1350	
1350		1351	
1351		1352	
1352		1353	
1353		1354	
1354		1355	
1355		1356	
1356		1357	
1357		1358	
1358		1359	
1359		1360	
1360		1361	
1361		1362	
1362		1363	
1363		1364	
1364		1365	
1365		1366	
1366		1367	
1367		1368	
1368		1369	
1369		1370	
1370		1371	
1371		1372	
1372		1373	
1373		1374	
1374		1375	
1375		1376	
1376		1377	
1377		1378	
1378		1379	
1379		1380	
1380		1381	
1381		1382	
1382		1383	
1383		1384	
1384		1385	
1385		1386	
1386		1387	
1387		1388	
1388		1389	
1389		1390	
1390		1391	
1391		1392	
1392		1393	
1393		1394	
1394		1395	
1395		1396	
1396		1397	
1397		1398	
1398		1399	
1399		1400	
1400		1401	
1401		1402	
1402		1403	
1403		1404	
1404		1405	
1405		1406	
1406		1407	
1407		1408	
1408		1409	
1409		1410	
1410		1411	
1411		1412	
1412		1413	
1413		1414	
1414		1415	
1415		1416	
1416		1417	
1417		1418	
1418		1419	
1419		1420	
1420		1421	
1421		1422	
1422		1423	
1423		1424	
1424		1425	
1425		1426	
1426		1427	
1427		1428	
1428		1429	
1429		1430	
1430		1431	
1431		1432	
1432		1433	
1433		1434	
1434		1435	
1435		1436	
1436		1437	
1437		1438	
1438		1439	
1439		1440	
1440		1441	
1441		1442	
1442		1443	
1443		1444	
1444		1445	
1445		1446	
1446		1447	
1447		1448	
1448		1449	
1449		1450	
1450		1451	
1451		1452	
1452		1453	
1453		1454	
1454		1455	
1455		1456	
1456		1457	
1457		1458	
1458		1459	
1459		1460	
1460		1461	
1461		1462	
1462		1463	
1463		1464	
1464		1465	
1465		1466	
1466		1467	
1467		1468	
1468		1469	
1469		1470	
1470		1471	
1471		1472	
1472		1473	
1473		1474	
1474		1475	
1475		1476	
1476		1477	
1477		1478	
1478		1479	
1479		1480	
1480		1481	
1481		1482	
1482		1483	
1483		1484	
1484		1485	
1485		1486	
1486		1487	
1487		1488	
1488		1489	
1489		1490	
1490		1491	
1491		1492	
1492		1493	
1493		1494	
1494		1495	
1495		1496	
1496		1497	
1497		1498	
1498		1499	
1499		1500	
1500		1501	
1501		1502	
1502		1503	
1503		1504	
1504		1505	
1505		1506	
1506		1507	
1507		1508	
1508		1509	
1509		1510	
1510		1511	
1511		1512	
1512		1513	
1513		1514	
1514		1515	
1515		1516	
1516		1517	
1517		1518	
1518		1519	
1519		1520	
1520		1521	
1521		1522	
1522		1523	
1523		1524	
1524		1525	
1525		1526	
1526		1527	
1527		1528	
1528		1529	
1529		1530	
1530		1531	
1531		1532	
1532		1533	
1533		1534	
1534		1535	
1535		1536	
1536		1537	
1537		1538	
1538		1539	
1539		1540	
1540		1541	
1541		1542	
1542		1543	
1543		1544	
1544		1545	
1545		1546	
1546		1547	
1547		1548	
1548		1549	
1549		1550	
1550		1551	
1551		1552	
1552		1553	
1553		1554	
1554		1555	
1555		1556	
1556		1557	
1557		1558	
1558		1559	
1559		1560	
1560		1561	
1561		1562	
1562		1563	
1563		1564	
1564		1565	
1565		1566	
1566		1567	
1567		1568	
1568		1569	
1569		1570	
1570		1571	
1571		1572	
1572		1573	
1573		1574	
1574		1575	
1575		1576	
1576		1577	
1577		1578	
1578		1579	
1579		1580	
1580		1581	
1581		1582	
1582		1583	
1583		1584	
1584		1585	
1585		1586	
1586		1587	
1587		1588	
1588		1589	
1589		1590	
1590		1591	
1591		1592	
1592		1593	
1593		1594	
1594		1595	
1595		1596	
1596		1597	
1597		1598	
1598		1599	
1599		1600	
1600		1601	
1601		1602	
1602		1603	
1603		1604	
1604		1605	
1605		1606	
1606		1607	
1607		1608	
1608		1609	
1609		1610	

# *R. J. Reynolds Tobacco Company*

**Marianna Conroy**  
**Account Manager**

**Sent Via E-Mail**

5104 Chowan Avenue  
Alexandria, VA 22312  
(703) 256-3684  
FAX (703) 256-3966

**March 31, 1998**

**TO: ROU #1110, 1210, 1310, 1610, 1710, 2310, 2610, 2910, 5410, 5810, 6210  
and 6710**  
**(Please distribute to DMs, RMs, and Retail Reps w/Mobil  
Responsibility)**

**RE: Mobil Oil Corporation -- Chain ID #0975-XX-XX**  
**June 1998 VAP**

Ladies and Gentlemen,

Due to a commitment made by Mobil Corporate to their field, all snacks, candy, and tobacco distributions for the month of June 1998 have been canceled. *However, Mobil has made the concession that RJR VAP will not be canceled, simply postponed.*

Therefore, for your planning purposes, the June Doral B2G1F/B1G1F should be shipped the week of July 6th. (The exception to this are the Virginia locations, which will not be receiving this promotion at all.) The Salem Tear Tape allocation for June should be shipped during the same week of the July allocation, week of July 13. (In effect, all Mobil locations will receive 2 months allocation of Salem Sniped Product in one delivery.) Please adjust your Mobil 2nd Qtr Workplan Calendars accordingly.

KAMs/AMs with Mobil Oil District Responsibility should discuss this change with their contacts and also issue revised task requests, if applicable. KAMs/AMs with McLane Branch Responsibility should ensure this change is implemented.

51842 6546

Should anyone have any questions, please advise.

Sincerely,

*Marianna*

M. Q. Conroy  
AM 2944

cc: Dave Gesmundo	Russ Henderson
Mike Askwith	Irene Torregrossa
Mario Robleto	Chris Huff
Suzanne Rodriguez	Randy Sullivan
Linda Forrey	Sharon Schwalm
Wendy Towns	Roger Cobb
Anthony Zecca	Kraig Knudsen
Jeff Rumberger	Monee Anaya
Joe Rago	Kent Brock
Diane Reuter	Paul Letourneau
Jim Mallardi	

51842 6547